## RJ REYNOLDS

TOBACCO COMPANY



S. R. MacLEOD Region Operations Mgr

150 Lawrence Bell Drive Suite #108 Williamsville, NY 14221

(716) 634-9232 Fax (716) 634-3145

March 6, 1997

RJR Account #023880 Mr. D. Beaudet ASSOCIATED GROCERS

## APRIL DORAL BOX 100 B1G1F / PROMOTION #700447

Dear David: 🦪

DORAL B1G1F pre-sleeved product has been ordered (see quantities listed below), as well as <u>75</u> skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

B1G1E

STYLE

**UPC** Code

<u>5</u> 5 Full Flavor Box 100

12300-23993

12300-23994

5M5# 7085-0664

Product PO #G10911DB ; Displays G10921DB

Light Box 100

Product / Premium Arrival:

March 31, 1997

Ship Date to Retail:

Week of: April 7, 1997

SKU CUBE:

0.2618

SKU WT (w/o Product):

0.7600 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$895.86

Non-EFT \$ Amount:

<u>\$N/A</u>

-2-B1G1F ASSOCIATED GROCERS

## **Promotion Description:**

Utilize 4-Carton Shipper Display. Place 20 *pre-sleeved* B1G1F units each of *Doral FF Box 100 and Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$35.00 (2.5 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: C. Deshanes RJR / H. Battle

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

WHOLESALER: 023880 ASSOCIATED GROCERS

## INSTRUCTIONS: DORAL BOX BIGIF INTRODUCTION:

DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100 SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier   Account Territory   Name   Address   City   State   Chain ID   CCF   Volume				SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT							
139967 1622 01   ARDE BRY NAMETY   R 2   GRAD ISLE   VT   A 24   199   90433   652843 1625 01   ARDE BEVERAGE   ROUTE #2   GRAD ISLE   VT   A 24   199   90513   105195 1638 01   ALDEICH'S MARKET   MAIN STREET   NORTH HAVERHILL   NH   A 12   204   91051   105247 1638 01   VILLAGE GROCERY   MAIN STREET   NORTH HAVERHILL   NH   A 24   139   91051   105252 1638 01   VILLAGE GROCERY   MAIN STREET   NORTH HAVERHILL   NH   A 24   139   91051   105252 1638 01   BUBBOS INC.   84 MAIN ST   STRUBER   91051   10525 1638 01   BUBBOS INC.   84 MAIN ST   NEMPORT   VT   A 24   209   910215   290293 1638 01   BALL'S HANDY MART   13 MILL ST   HARDMICK   VT   A 24   176   910257   75253 1638 02   T-BIRD MINI MART   ROUTE #202   ANTRIM   NH   5486-00-00   A24   258   910369   104143 1638 02   CARS STORE   RT 101   DOBLIM   NH   C 24   123   91039   10413 1638 02   SILVARATE   NJSTREET   HICPRD   NH   A 24   125   91039   10413 1638 03   DELAY INC. #349   ROUTE #310   HILL'S HANDY MART   A18   STREET   HICPRD   NH   A 24   293   910525   44708 1638 03   T-BIRD MINI MART   24 ROCKINGHM ST   BELLONS FALLS   VT   5486-00-00   A24   258   910622   10419 1638 03   T-BIRD MINI MART   24 ROCKINGHM ST   BELLONS FALLS   VT   5486-00-00   A24   258   910623   10419 1638 03   T-BIRD MINI MART   24 ROCKINGHM ST   BELLONS FALLS   VT   5486-00-00   A24   315   910625   10499   10530 03   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   VT   A866-00-00   A24   259   910626   907460 1638 03   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   VT   A866-00-00   A24   259   910627   10419 1638 03   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   VT   A866-00-00   A24   250   910628   586256 1638 04   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   NH   A466-00-00   A24   250   910629   10490   10590   10	Supplier	Account	Territory	/ Name	Address			Chain ID	CCF	Volume	
139967 1622 01   ARDE BRY NAMETY   R 2   GRAD ISLE   VT   A 24   199   90433   652843 1625 01   ARDE BEVERAGE   ROUTE #2   GRAD ISLE   VT   A 24   199   90513   105195 1638 01   ALDEICH'S MARKET   MAIN STREET   NORTH HAVERHILL   NH   A 12   204   91051   105247 1638 01   VILLAGE GROCERY   MAIN STREET   NORTH HAVERHILL   NH   A 24   139   91051   105252 1638 01   VILLAGE GROCERY   MAIN STREET   NORTH HAVERHILL   NH   A 24   139   91051   105252 1638 01   BUBBOS INC.   84 MAIN ST   STRUBER   91051   10525 1638 01   BUBBOS INC.   84 MAIN ST   NEMPORT   VT   A 24   209   910215   290293 1638 01   BALL'S HANDY MART   13 MILL ST   HARDMICK   VT   A 24   176   910257   75253 1638 02   T-BIRD MINI MART   ROUTE #202   ANTRIM   NH   5486-00-00   A24   258   910369   104143 1638 02   CARS STORE   RT 101   DOBLIM   NH   C 24   123   91039   10413 1638 02   SILVARATE   NJSTREET   HICPRD   NH   A 24   125   91039   10413 1638 03   DELAY INC. #349   ROUTE #310   HILL'S HANDY MART   A18   STREET   HICPRD   NH   A 24   293   910525   44708 1638 03   T-BIRD MINI MART   24 ROCKINGHM ST   BELLONS FALLS   VT   5486-00-00   A24   258   910622   10419 1638 03   T-BIRD MINI MART   24 ROCKINGHM ST   BELLONS FALLS   VT   5486-00-00   A24   258   910623   10419 1638 03   T-BIRD MINI MART   24 ROCKINGHM ST   BELLONS FALLS   VT   5486-00-00   A24   315   910625   10499   10530 03   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   VT   A866-00-00   A24   259   910626   907460 1638 03   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   VT   A866-00-00   A24   259   910627   10419 1638 03   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   VT   A866-00-00   A24   250   910628   586256 1638 04   T-BIRD MINI MART   A24   COKINGHM ST   BELLONS FALLS   NH   A466-00-00   A24   250   910629   10490   10590   10	00057	112062	3623 63	D D CT MADADIC CTORD	LO THE OTHER						
90432   623643 1623 01   A AND B BEVERAGE   ROUTE #2   GRAND ISLE   VT   A 24   129   129   10525   1638 01   ALDRICH: S MARKET   MAIN STREET   MORTH HAVERHILL   NH   A 12   26   27   27   28   29   20   20   20   20   20   20   20	3003,										
90032 105195 1638 01 ALDRICH'S MARKET MAIN STREET MORTH RAVERHILL NH A 22 204 205 10281 105247 1638 01 707-0F-THE-HILL STOR ROUTE 135-DALTON BHILTEFIELD NH A 24 219 10281 105252 1638 01 VILLAGE GROCERY MAIN ST BHILDERIM NH A 24 229 30215 20233 1638 01 BUDBOS INC. 84 MAIN ST NEMPORT VT A 24 279 30215 20233 1638 01 RALL'S HANDY MAIN ST NEMPORT VT A 24 176 2159 3027 75253 1638 02 T-BIRD MINH MART 13 MILL ST HARDWICK VT A 24 176 2159 3027 75253 1638 02 T-BIRD MINH MART ROUTE #202 ANTRIM NH 5486-00-00 A 24 258 3029 1638 02 CARRS STORE RT 101 DUBLIN NH A 12 104 10413 1638 02 CARRS STORE RT 101 DUBLIN NH C 24 123 31 104413 1638 02 DELAY INC. #349 ROUTE 31 GREENFIELD NH A 24 163 10349 104413 1638 02 DELAY INC. #349 ROUTE 31 GREENFIELD NH A 24 163 10349 104413 1638 02 DELAY INC. #349 ROUTE 31 GREENFIELD NH A 24 163 10441 104413 1638 03 FALBERS NH A 25 2022 ANTRIM NH A 24 163 1044 1044 1044 1044 1044 1044 1044 104	90433				••						
105261   105267 1638 01   TOP-OP-THE-HILL STOR ROUTE 135-DALTON   STORE HOUSE   105252 1638 01   VILLAGE GROCERY   MAIN ST   STORE H00281							-				
105251   105252   1638   01   VILLAGE GROCERY											
10134   113753 1638 01   BUDBOS INC.											
10136   11375   1638   01   BUDBOS INC.   84 MAIN ST   MEMPORT   VT   A 24   209   209   209   209   203   1638   01   BALL'S HANDY MART   13 MILL ST   HARDWICK   VT   A 24   176	•••						****			45	
10057   633097 1638 01   RALL'S RANDY MART   13 MILL ST	10134	113753	1638 01	BUDBOS INC		NEWDORT	VT		1 24	200	
10157				·							
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104145 1638 02   MAYNOS FOOD MART   #10258   MAYNOM MIN   C 24 123	•							2400-00 00			
MAIN STREET   MAIN STREET   MILPORD   NH											
10349						-		•			
10194   724665   1638   02   SILVAMART   738 ELM STREET   MILPORD   NH   A 24   293	10349	104413	1638 02	DELAY INC. #349		GREENFIELD ·	NH		A 24	163	
P.O. BOX 25											
90625 44708 1638 03 T-BIRD MINI MART 24 ROCKINGHAM ST BELLOWS PALLS VT 5486-00-00 A 24 150 10182 104119 1638 03 RALPHS SUPER MAIN ST CHARLESTOMN NH A 12 180 90229 229253 1638 03 CHESTER REPORT REFERENCE REPORT RE			7			• •					N.
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702881 1638 06	90512	104991	1638 06	BOB'S KMIK CHEK	S. MAIN ST. ROUTE 3A		NH	**	A 24		
702881 1638 06	10029	420661	1638 06	COLONIAL VILLAGE MKT	PARK AVENUE	CONTOCCOOK	NH		C 26	400	
724756 1638 06 GREENS CORNER STORE RTE 162 CENTER HARBOR NH 2794-02-00 A 24 140 90513 755134 1638 06 TENNEY MT. KWIK-CHECK TENNEY MTN RD PLYMOUTH NH A 24 220 10113 104261 1638 07 BEECHMONT MARKET 609 S BEECH ST MANCHESTER NH A 04 185 10145 104284 1638 07 TEMPLE FOOD MART 121 BAKER ST MANCHESTER NH A 24 135 10350 643528 1638 07 ABBOTTS MKT. #10350 436 D.W.HWY. MERRIMACK NH A 24 196 RT.3 10453 445687 1638 08 GOBINS TOWN & CTRY. #10453 GOPFSTOWN NH A 12 80 4 MAIN STREET 10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163		702881	1638 06	LIBERTY ROCK COUNTRY	RR 1 BOX 8		NH		A 12	100	
10113 104261 1638 07 BEECHMONT MARKET 609 S BEECH ST MANCHESTER NH A 04 185 10145 104284 1638 07 TEMPLE FOOD MART 121 BAKER ST MANCHESTER NH A 24 135 10350 643528 1638 07 ABBOTTS MKT. #10350 436 D.W.HWY. MERRIMACK NH A 24 196 RT.3 10453 445687 1638 08 GOBINS TOWN & CTRY. #10453 GOPFSTOWN NH A 12 80 4 MAIN STREET 10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163	-	724756	1638 06	GREENS CORNER STORE	RTE 162	CENTER HARBOR			A 24	140	
10145 104284 1638 07 TEMPLE FOOD MART 121 BARER ST MANCHESTER NH A 24 135 10350 643528 1638 07 ABBOTTS MKT. #10350 436 D.W.HWY. MERRIMACK NH A 24 196 RT.3  10453 445687 1638 08 GOBINS TOWN & CTRY. #10453 GOFFSTOWN NH A 12 80 4 MAIN STREET  10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163	90513	755134	1638 06	TENNEY MT.KWIK-CHECK	TENNEY MIN RD	PLYMOUTH	NH		A 24	220	
10350 643528 1638 07 ABBOTTS MKT. #10350 436 D.W.HWY. MERRIMACK NH A 24 196 RT.3  10453 445687 1638 08 GOBINS TOWN & CTRY. #10453 GOFFSTOWN NH A 12 80  4 MAIN STREET  10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163	10113	104261	1638 07	BEECHMONT MARKET	609 S BEECH ST	MANCHESTER	NH		A 04	185	
RT.3  10453 445687 1638 08 GOBINS TOWN & CTRY. #10453 GOFFSTOWN NH A 12 80  4 MAIN STREET  10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163	10145	104284	1638 07	TEMPLE FOOD MART	121 BAKER ST	MANCHESTER	NH		A 24	135	
10453 445687 1638 08 GOBINS TOWN & CTRY. #10453 GOFFSTOWN NH A 12 80  4 MAIN STREET  10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163	10350	643528	1638 07	ABBOTTS MKT. #10350	436 D.W.HWY.	MERRIMACK	NH		A 24	196	
4 MAIN STREET 10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163					RT.3						
10136 691347 1638 08 AUBURN MARKET #1 289 CHESTER RD AUBURN NH C 24 163	10453	445687	1638 08	GOBINS TOWN & CTRY.	#10453	GOFFSTOWN	NH		A 12	2 80	
				•	4 MAIN STREET						
114034 1638 09 JAQUE'S STORE MAIN STREET HUNTINGTON VT A DO	10136	691347	1638 08	AUBURN MARKET #1	289 CHESTER RD	AUBURN	NH		C 24	163	
		114034	1638 09	JAQUE'S STORE	MAIN STREET	HUNTINGTON	VT		A 00	)	

Total Accounts



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